AGREEMENT FORM FOR POLITICAL CANDIDATE ADVERTISEMENTS

(check applicable box)

■ FEDERAL CANDIDATE

☐ STATE/LOCAL CANDIDATE

To Avail Themselves Of The Lowest Unit Charge During A Political Window, Federal Candidates Must Sign The Certification On Page 3

Station and	Location:				Date:	-
WOAI-TV, SAI	N ANTONIO, T		10/18/2016			
I, Smart Media	Group					
being/on beha	alf of: Hurd for	Congress 2010	6			\$
a legally qual	ified candidate	of the Repub	lican			
	for the office					
election to be	held on:	8/2016				,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,
do hereby red	quest station t	ime as follows	:			
Broadcast Length	Time of Day, Rotation or Package	Days	Class		s per eek	Number of Weeks
S	EE	AΤ٦	ГАС	H	E	D

Attach proposed schedule with charges (if available): \$33,647.25

by:	ne above described broadcast tim	e nas been iumsned
Hurd for Congress 2016		
represent that this person or entit	nce the time as paid for by such porty is either a legally qualified candion of the legally qualified candidate	date or an
The name of the treasurer of the	candidate's authorized committee	is:
This station has disclosed to me classes and rates; and discount, to federal candidates).	its political advertising policies, inc promotional and other sales pract	cluding: applicable ices (not applicable
	SCRIMINATE OR PERMIT DISCR NICITY IN THE PLACEMENT OF	
To Be Signed By	Candidate or Authorized Co	ommittee
10/18/2016	fin	
Date	Signature	
To Be Sig	gned By Station Representative	
Accepted Signature	Printed Name	Gretal Mgs. Title

FEDERAL CANDIDATE CERTIFICATION

In Order For Federal Candidates To Receive The Lowest Unit Charge During A Political Window, The Following Certification Is Required:

Hurd for Congress 2016								
(name of federal candidate or authorized committee) hereby certify that the programming to be broadcast (in whole or in part) pursuant to this agreement:								
□ does ■ does not								
refer to an opposing candidate (check applicable box). I further programming that does refer to an opposing candidate:	certify that for the							
(check applicable box)								
the radio programming contains a personal audio statement by the candidate that identifies the candidate, the office being sought, and that the candidate has approved the broadcast.								
□ the television programming contains a clearly identifiable photograph or similar image of the candidate for a duration of at least four seconds, and a simultaneously displayed printed statement identifying the candidate, that the candidate approved the broadcast, and that the candidate and/or the candidate's authorized committee paid for the broadcast.								
f								
signature of candidate or authorized committee	е							
Hurd for Congress 2016	10/18/2016							
printed name	date							

AGREED UPON SCHEDULE

(TO BE FILLED IN ONLY IF STATION DOES NOT ACCEPT ALL OF CANDIDATE'S REQUEST)

Broadcast Length	Time of Day, Rotation or Package	Days	Class	Times per Week	Number of Weeks
S	EE	ΑT	ГАС	HEI	

Attach proposed schedule with charges (if available): \$33,647.25

AFTER AIRING OF BROADCASTS:

Attach invoices or Schedule Run Summary to this Form showing:

- 1) actual air time and charges for each spot;
- 2) the date(s), exact time(s) and reason(s) for Make-Good(s), if any; and
- 3) the amount of rebates given (identify exact date, time, class of broadcast and dollar amount for each rebate), if any.

Note: Because the FCC requires that the political file contain the actual times the spots air and the rates charged, that information should be included in the file as soon as possible. If that information is only generated monthly, the file should include the name of a contact person who can provide the times that specific spots aired and the rates charged. The FCC's online political files include a folder for "Terms and Disclosures." NAB suggests that, for stations subject to the online public file rule, the names of contact person(s) be placed in that folder.



CPE

Account Type: **Billing Type**

Comments

Date:

Smart Media Group-Alexandria 1427 Leslie Ave Ste 100 Alexandria, VA 22301

2663830 Contract # **Date Entered** 10/18/16 **Schedule Dates** 10/19/16-10/24/16 **Last Modified** 10/18/16 Kelsey Wilson Advertiser Hurd for Congress-TX-23-R (112053) **Entered By** No Agency CO-OP Smart Media Group-Alexandria (6613) ECR25249484 Headline # Product POLITICAL CANDIDATE (ns) (1186) A35+R Demo Brand Rep/Tx Congress CD-23/Will Hurd (860885) Order Type Normal Salesperson Millennium/DC, Washington DC (1108) Package Deal Sales Office Millennium Washington DC Commission % 15.00 Patricia, Dome, **Buyer Name** Commission \$10,962.00 Phone/Fax **Net Total**

SEE LNS 28-31 FOR ADDS TO SCHED @ RATES TO CLEAR PER TK

HURT/ORDR/C18C24

Weekly/Irregular

PREVIT = 38,760 **REVTT = 79,170** ADD = 40,410

National/Political Candidate Agency BRD

SEE LNS 1/13-14/19/25/28 FOR ADDED FREQ

\$62,118.00

Comments

Sales Tax

San Antonio (WOAI) Rate By Broadcast Month Spots \$73,080.00 Oct. 2016 Grand Total: \$73,080.00 90

Paid mà credit 10/18/16 Card

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	Мо	Tu	We 7	Th F	r Sa	Su	Spots	Rate	Total	Station	Comments	Entered
1.0	Revised Line / Prime (25-\$.0)	10/19/16-10/19/16	3	:30	7F- NBC-Bindspot (Wednesday)				2							San Antonio (WOAI)	BLINDSPOT-NBC political	10/18/19
1.1	Normal Line / Prime (25-5.0)	10/19/16-10/19/16	3	:30	7P- NBC-Blindspot (Wednesday)			i	2				2	\$2,800.00	\$5,600.00	San Antonio (WOAI)	BLINDSPOT-NBC political	10/18/16
2.0	Normal Line / Prime (26-8.5)	10/20/16-10/20/16	3	:30	9P- NBC-The Blacklist (Thursday)					1			1	\$2,000.00	\$2,000.00	San Antonio (WOAI)	THE BLACKLIST-NBC political	10/18/16
3.0	Normal Line / Prime (30-0.0)	10/21/16-10/21/16	3	:30	7P- NBC-Caught On Camera with Nick Cannon (Friday)					:	2		2	\$1,200.00	\$2,400.00	San Antonio (WOAI)	CAUGHT ON CAM ADD political	10/18/16
-1 .()	Revised Line / News (31-9.0)	10/19/16 10/19/16	3	:30	6:30P- News-News 4 WOAI - at 630p				2							San Antonio (WOAI)	NEWS ADD political	10/18/1
4.1	Normal Line / News (31-0.0)	10/19/16-10/19/16	3	:30	6:30P- News-News 4 WOAI at 630p		M. C.		2				2	\$750.00	\$1,500.00	San Antonio (WOAI)	NEWS ADD political	10/18/1
5.0	Normal Line / News (31-0.0)	10/20/16-10/20/16	3	:30	6:30P- News-News 4 WOAI at 630p				The state of the s	1			1	\$750.00	\$750.00	San Antonio (WOAI)	NEWS ADD political	10/18/1
6.0	Revised Line / SPOT (1-2.0)	10/19/16-10/19/16	3	:30	9A- NBC-The Today Show Hour 3		-	Annual Control	3							San Antonio (WOAI)	TODAY SHOW 2 political	10/18/1
6.1	Normal Line / SPOT (1-2.0)	10/19/16-10/19/16	3	:30	9A- NBC-The Today Show Hour 3				3				3	\$325.00	\$975.00	San Antonio (WOAI)	TODAY SHOW 2 political	10/18/1

The parties intend for the Standard Advertiser Terms and Conditions ("Terms") located at... http://sbgi.net/?p=1224 ... to be part of their agreement, and the sale of advertising is expressly subject to said Terms.

Accepted-Station

B/E Bookend P/B Piggy Back

Accepted-Agency/Advertiser:

Printed At: 09:38 AM on Wednesday, October 19 2016



Smart Media Group-Alexandria 1427 Leslie Ave Ste 100 Alexandria, VA 22301

2663830 Contract # Schedule Dates 10/19/16-10/24/16 Advertiser Hurd for Congress-TX-23-R (112053) Agency Smart Media Group-Alexandria (6613) Product POLITICAL CANDIDATE (ns) (1186) Brand Salesperson Millennium/DC, Washington DC (1108) Sales Office

Rep/Tx Congress CD-23/Will Hurd (860885) Millennium Washington DC Patricia, Dome,

HURT/ORDR/C18C24 National/Political Candidate Agency BRD

PREVTT = 38,760 **REVIT = 79,170** ADD = 40,410

Billing Type Weekly/Irregular

Buyer Name

Phone/Fax

Account Types

CPE

Comments ORDER SEE LNS 28-31 FOR ADDS TO SCHED @ RATES TO CLEAR PER TK SEE LNS 1/13-14/19/25/28 FOR ADDED FREQ

Date Entered 10/18/16 **Last Modified** 10/18/16 Kelsey Wilson **Entered By**

CO-OP

ECR25249484 Headline # A35+R Order Type Normal

Package Deal

Commission % 15.00

Commission \$10,962.00 **Net Total** \$62,118.00

Sales Tax

San Antonio (WOA	I)	
By Broadcast Month	Spots	<u>Rate</u>
Oct. 2016	90	\$73,080.00
Grand Total:	90	\$73,080.00

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	Mo	Tu	We	Th	Fr S	a Su	Spots	Rate	Total	Station	Comments	Entered
7.0	Normal Line / SPOT (1-2.0)	10/20/16-10/20/16	3	:30	9A- NBC-The Today Show Hour 3					3			3	\$325.00	\$975.00	San Antonio (WOAI)	TODAY SHOW 2 political	10/18/16
8.0	Normal Line / SPOT (2-1.5)	10/19/16-10/19/16	3	:30	10A- San Antonio Living				1		i		1	\$175.00	\$175.00	San Antonio (WOAI)	SAN ANTONIO LIVING O political	10/18/16
9.0	Normal Line / SPOT (2-1.5)	10/20/16-10/20/16	3	:30	10A- San Antonio Living					2	200		2	\$175.00	\$350.00	San Antonio (WOAI)	SAN ANTONIO LIVING O political	10/18/16
10.0	Normal Line / SPOT (2-1.5)	10/21/16-10/21/16	3	:30	10A- San Antonio Living						1		1	\$175.00	\$175.00	San Antonio (WOAI)	SAN ANTONIO LIVING O	10/18/16
11.0	Normal Line / SPOT (3-1.5)	10/19/16-10/19/16	3	:30	11A- NBC-The Today Show Hour 4				1			CO .	1	\$225.00	\$225.00	San Antonio (WOAI)	TODAY SHOW 3 political	10/18/16
12.0	Normal Line / SPOT (3-1.5)	10/20/16-10/20/16	3	:30	11A- NBC-The Today Show Hour 4					1			1	\$225.00	\$225.00	San Antonio (WOAI)	TODAY SHOW 3 political	10/18/10
13.0	Normal Line / SPOT (3-1.5)	10/21/16-10/21/16	3	:30	11A- NBC-The Today Show Hour 4						2		2	\$225.00	\$450.00	San Antonio (WOAI)	TODAY SHOW 3 political	10/18/10
14.0	Normal Line / SPOT (3-1.5)	10/19/16-10/19/16	3	:30	4P- Judge Judy				1				1	\$400.00	\$400.00	San Antonio (WOAI)	JUDGE JUDY political	10/18/16
	Normal Line / SPOT (4-3.0)	10/20/16-10/20/16	3	:30	14P- Judge Judy					1			1	\$400.00	\$400.00	San Antonio (WOAI)	JUDGE JUDY political	10/18/16
	Normal Line / SPOT (4-3.0)	10/21/16-10/21/16		:30	4P- Judge Judy						1		11	\$400.00	\$40 0.00	San Antonio (WOAI)	JUDGE JUDY political	10/18/16

ccepted-Agency/Advertiser:	Date:	Accepted-Station:	Date:	Comments:	



Smart Media Group-Alexandria 1427 Leslie Ave Ste 100 Alexandria, VA 22301

Contract # 2663830 Schedule Dates 10/19/16-10/24/16 **Advertiser** Hurd for Congress-TX-23-R (112053) Agency Smart Media Group-Alexandria (6613) **Product** POLITICAL CANDIDATE (ns) (1186) Brand Rep/Tx Congress CD-23/Will Hurd (860885) Salesperson Millennium/DC, Washington DC (1108) Sales Office Millennium Washington DC **Buyer Name** Patricia, Dome,

HURT/ORDR/C18C24 National/Political Candidate Agency BRD **Date Entered**

Last Modified

Entered By

Headline #

Order Type

Package Deal

Commission %

Commission

Net Total

Sales Tax

CO-OP

10/18/16

10/18/16

Kelsey Wilson

ECR25249484

A35+R

Normal

15.00

\$10,962.00

\$62,118.00

ORDER SEE LNS 28-31 FOR ADDS TO SCHED @ RATES TO CLEAR PER TK SEE LNS 1/13-14/19/25/28 FOR ADDED FREQ

PREVIT = 38,760 REVTT = 79,170ADD = 40,410

Weekly/Irregular

Phone/Fax

Account Types Billing Type

Comments

CPE

San Antonio (WOAI) By Broadcast Month Spots Rate \$73,080.00 Oct. 2016 Grand Total: \$73,080.00 90

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	Mo	Tu	We	Th	Fr S	a Su	Sp	xots	Rate	Total	Station	Comments	Entered
	Normal Line / News (5-1.5)	10/19/16-10/19/16	3		SA- News-News 4 San Antonio Today Sa				2					2	\$175.00	\$ 350.00	San Antonio (WOAI)	NEWS 4 SAN ANTONIO T political	10/18/10
18.0	Normal Line / News (5-1.5)	10/20/16-10/20/16	3	:30	SA- News-News 4 San Antonio Today Sa					1				1	\$175.00	\$175.00	San Antonio (WOAI)	NEWS 4 SAN ANTONIO T political	10/18/16
19.0	Normal Line / News (5-1.5)	10/21/16-10/21/16	3	:30	SA- News-News 4 San Antonio Today Sa			•			1			1	\$175.00	\$175.00	San Antonio (WOAI)	NEWS 4 SAN ANTONIO T political	10/18/1
20.0	Normal Line / News (6-5.0)	10/19/16-10/19/16	1	:30	6A- News-News 4 WOAI at				1					1	\$1,000.00	\$1,000.00	San Antonio (WOAI)	NEWS SAN ANTONIO @ 6	10/18/1
21.0	Normal Line / News (6-5.0)	10/20/16-10/20/16	1	:30	6A- News-News 4 WOAI at					2				2	\$1,000.00	\$2,000.00	San Antonio (WOAI)	NEWS SAN ANTONIO @ 6 non pe	10/18/1
22.0	Normal Line / News (6-5.0)	10/21/16-10/21/16	1	:30	6A- News-News 4 WOAI at						1			1	\$1,000.00	\$1,000.00	San Antonio (WOAI)	NEWS SAN ANTONIO @ 6 non pe	10/18/1
23.0	Normal Line / SPOT (7-3.5)	10/19/16-10/19/16	1	:30	7A- NBC-The Today Show Hour 1 & 2				4					4	\$900.00	\$3,600.00	San Antonio (WOAI)	TODAY SHOW non pe	10/18/1
24.0	Normal Line / SPOT (7-3.5)	10/20/16-10/20/16	1	:30	7A- NBC-The Today Show Hour 1 & 2					2				2	\$900.00	\$1,800.00	San Antonio (WOAI)	TODAY SHOW non pe	10/18/1
25.0	Normal Line / SPOT (7-3.5)	10/21/16-10/21/16	1	:30	7A- NBC-The Today Show Hour 1 & 2						2			2	\$900.00	\$1,800.00	San Antonio (WOAI)	TODAY SHOW non pe	10/18/1
		1		<u></u>	CON	FIF	RM/	4ΤΙ	01	VC	201	VT	RA	VC	T				
ccepted-	Agency/Advertiser:			Date:	Accepted-Si	ation:	:					*******			Date:	Comments:			

The parties intend for the Standard Advertiser Terms and Conditions ("Terms") located at... http://sbgi.net/?p=1224 ... to be part of their agreement, and the sale of advertising is expressly subject to said Terms.



Smart Media Group-Alexandria 1427 Leslie Ave Ste 100 Alexandria, VA 22301

Contract # Schedule Dates Advertiser

Agency

Product

Brand

Sales Office

Buyer Name

Phone/Fax

CPE

2663830 10/19/16-10/24/16

Hurd for Congress-TX-23-R (112053)

Smart Media Group-Alexandria (6613) POLITICAL CANDIDATE (ns) (1186)

Rep/Tx Congress CD-23/Will Hurd (860885) Salesperson Millennium/DC, Washington DC (1108)

> Millennium Washington DC Patricia, Dome,

HURT/ORDR/C18C24

Account Types Billing Type

Comments

National/Political Candidate Agency BRD Weekly/Irregular

ORDER

SEE LNS 28-31 FOR ADDS TO SCHED @ RATES TO CLEAR PER TK SEE LNS 1/13-14/19/25/28 FOR ADDED FREQ

PREVTT = 38,760 **REVIT = 79,170** ADD = 40,410

10/18/16 10/18/16

Kelsey Wilson

ECR25249484

A35+R

Normal

15.00

\$10,962.00

\$62,118.00

Date Entered

Last Modified

Entered By

Headline #

Order Type

Package Deal

Commission %

Commission

Net Total

Sales Tax

CO-OP

Demo

San Antonio (WOAI) Rate By Broadcast Month Spots \$73,080.00 Oct. 2016 90 Grand Total: 90 \$73,080.00

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length Run	n Times	SPW	Mo	Tu	We	Th Fi	r Sa	Su	Spots	Rate	Total	Station	Comments	Entered
26.0	Normal Line / News (9-1.0)	10/19/16-10/19/16	3	:30 4:30A- News at 430a	s-News 4 WOAI				1				1	\$75,00	\$75.00	San Antonio (WOAI)	NEWS 4 @ 430AM political	10/18/16
27.0	Normal Line / News (9-1.0)	10/20/16-10/20/16	3	:30 4:30A- News at 430a	s-News 4 WOAI					2			2	\$75.00	\$150.00	San Antonio (WOAI)	NEWS 4 @ 430AM political	10/18/16
28.0	Revised Line / News (13-5.0)	10/19/16-10/19/16	5	:30 SP- News Ne	ews 4 WOAI at				2							San Antonio (WOAT)	NEWS 4 WOAL AT 5PM fur	10/18/16
28.1	Normal Line / News (13-5.0)	10/19/16-10/19/16	5	:30 SP- News-Ne	ews 4 WOAI at				2				2	\$345.00	\$690.00	San Antonio (WOAI)	NEWS 4 WOAI AT 5PM lur	10/18/16
29.0	Normal Line / News (13-5.0)	10/20/16-10/20/16	5	:30 5P- News-Ne	ews 4 WOAI at					1		h-carrier e	1	\$345.00	\$345.00	San Antonio (WOAI)	NEWS 4 WOAT AT 5PM fur	10/18/16
30.0	Normal Line / News (13-5.0)	10/21/16-10/21/16	5	;30 5P- News-Ne	ews 4 WOAI at					1			1	\$345.00	\$345.00	San Antonio (WOAI)	NEWS 4 WOAI AT 5PM lur	10/18/16
31.0	Normal Line / News (14-4.5)	10/19/16-10/19/16	3	:30 6P- News-Ne	ews 4 WOAI at				1	1			1	\$900.00	\$900.00	San Antonio (WOAI)	NEWS 4 WOAI @ 6PM political	10/18/16
32.0	Normal Line / News (14-4.5)	10/20/16-10/20/16	3	:30 6P- News-Ne	ews 4 WOAI at					2			2	\$900.00	\$1,800.00	San Antonio (WOAI)	NEWS 4 WOAI @ 6PM political	10/18/16
33.0	Normal Line / News (14-4.5)	10/21/16-10/21/16	3	:30 6P- News-Ne	ews 4 WOAI at					1	1		1	\$900.00	\$900.00	San Antonio (WOAI)	NEWS 4 WOAI @ 6PM political	10/18/16

***************************************					CON	FIF	₹M.	AT	101	1 C	ON	TF	₹AC	T				
xcepted	-Agency/Advertiser:		***************************************	Date:	Accepted-St	ation	2	***************************************						Date:	Comments:			

The parties intend for the Standard Advertiser Terms and Conditions ("Terms") located at... http://sbgi net/?p=1224... to be part of their agreement, and the sale of advertising is expressly subject to said Terms.



CPE

Account Types

Billing Type

Comments

Smart Media Group-Alexandria 1427 Leslie Ave Ste 100 Alexandria, VA 22301

Contract #	2663830	Date Entered	10/18/16
Schedule Dates	10/19/16-10/24/16	Last Modified	10/18/16
Advertiser	Hurd for Congress-TX-23-R (112053)	Entered By	Kelsey Wilson
Agency	Smart Media Group-Alexandria (6613)	CO-OP	No
Product	POLITICAL CANDIDATE (ns) (1186)	Headline #	ECR2524948
Brand	Rep/Tx Congress CD-23/Will Hurd (860885)	Demo	A35+R
Salesperson	Millennium/DC, Washington DC (1108)	Order Type	Normal
Sales Office	Millennium Washington DC	Package Deal	
	Patricia, Dome,	Commission %	15.00
Buyer Name Phone/Fax	ratica, Donie,	Commission	\$10,962.00
CPE	/ HIPT/OPD9/C18C24	Net Total	\$62,118.00

Weekly/Irregular ORDER SEE LNS 28-31 FOR ADDS TO SCHED @ RATES TO CLEAR PER TK SEE LNS 1/13-14/19/25/28 FOR ADDED FREQ PREVTT = 38,760 **REVIT = 79,170** ADD = 40,410

Sales Tax

HURT/ORDR/C18C24

National/Political Candidate Agency BRD

San Antonio (WOA By Broadcast Month Oct. 2016		<u>Rate</u> \$73,080.00
Grand Total:	90	\$73,080.00

Station

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	Mo	Tu	We	e Th	Fr	Sa	Su	Spots	Rate	Total	Station	Comments	Entered
34.0	Normal Line / SPOT (17-2.0)	10/19/16-10/19/16	3	:30	10:35P- NBC-The Tonight Show with Jimmy Fallon				1				4	1	\$600.00	\$600.00	San Antonio (WOAI)	TONIGHT SHOW - JIMMY political	10/18/16
35.0	Normal Line / SPOT (17-2.0)	10/20/16-10/20/16	3	3 :30	10:35P- NBC-The Tonight Show with Jimmy Fallon					1					\$600.00	\$600.00	San Antonio (WOAI)	TONIGHT SHOW - JIMMY political	10/18/16
36.0	Normal Line / News (19-3.2)	10/19/16-10/19/16] 3	3 :30	10P- News-News 4 WOAI at				2					7	\$1,000.00	\$2,000.00	San Antonio (WOAI)	NEWS 4 WOAI @ 10PM political	10/18/16
37.0	Normal Line / News (19-3.2)	10/20/16-10/20/16	1	3 :30	10P- News-News 4 WOAI at					1				1	\$1,000.00	\$1,000.00	San Antonio (WOAI)	NEWS 4 WOAI @ 10PM political	10/18/16
38.0	Normal Line / SPOT (23-1.5)	10/22/16-10/22/16	1	:30	6P- Good Taste with Tanji Patton							1			\$90.00	\$90 .00	San Antonio (WOAI)	GOOD TASTE WITH TAN)	10/18/16
39.0	Normal Line / SPOT (24-1.5)	10/22/16-10/22/16	-	5 :30	6:30P- The Texas Bucket List							1			\$90.00		San Antonio (WOAI)	THE TEXAS BUCKET LIS for	10/18/1
39.0.1	Preempt (24-1.5)	10/22/16	1				1		1						1-100		San Antonio (WOAI)	No Availability/Exception -	
	Normal Line / Prime (27-4.0)	10/21/16-10/21/16	1	3 :30	8P- NBC-Dateline NBC (Friday)				ļ		1	1			\$1,600.00	\$1,600.00	San Antonio (WOAI)	DATELINE-NBC political	10/18/1
41.0	Normal Line / Football (28-12.0)	10/23/16-10/23/16	:	1 :30	7:17P- Sports-NBC NFL Sunday Night Football								2		\$10,000.00	\$20,000.00	San Antonio (WOAI)	NBC SNF: SEATTLE SEA ADD non pe	10/18/10
									3	-									
		1			CON	FIF	₹M	ΑT	ΓIC	N	C	NC	İTF	RAC	Ť				
vccepted-	Agency/Advertiser:	······································		Date:	Accepted-S	tation	:	***********				***************************************	.,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,		Date:	Comments:			

The parties intend for the Standard Advertiser Terms and Conditions ("Terms") located at ... http://sbgi.net/?p=1224 ... to be part of their agreement, and the sale of advertising is expressly subject to said Terms.

Entered

Comments



Smart Media Group-Alexandria 1427 Leslie Ave Ste 100 Alexandria, VA 22301

2663830 Contract # **Date Entered** 10/18/16 Last Modified 10/18/16 **Schedule Dates** 10/19/16-10/24/16 Kelsey Wilson Advertiser Hurd for Congress-TX-23-R (112053) **Entered By** CO-OP Agency Smart Media Group-Alexandria (6613) ECR25249484 Headline # POLITICAL CANDIDATE (ns) (1186) Product A35+R Demo Rep/Tx Congress CD-23/Will Hurd (860885) Brand Order Type Normal Salesperson Millennium/DC, Washington DC (1108) Package Deal Sales Office Millennium Washington DC Commission % 15.00 Buyer Name Patricia, Dome,

Commission **Net Total**

\$10,962.00 \$62,118.00 San Antonio (WOAI)

Spots

90

90

\$73,080.00

\$73,080.00

By Broadcast Month

Oct. 2016

Grand Total:

Sales Tax

Weekly/Irregular ORDER SEE LNS 28-31 FOR ADDS TO SCHED @ RATES TO CLEAR PER TK

National/Political Candidate Agency BRD

SEE LNS 1/13-14/19/25/28 FOR ADDED FREQ PREVTT = 38,760 REVTT = 79,170 ADD = 40,410

HURT/ORDR/C18C24

Phone/Fax

Account Types

Billing Type

Comments

CPE

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	Mo	Tu	We -	Th 1	Fr Sa	Su	Spots	Rate	Total	Station	Comments	Entered
42.0	Normal Line / News (31-0.0)	10/21/16-10/21/16	3	:3	6;30P- News-News 4 WOAI at 630p		1				1		1	\$750.00	\$750.00	San Antonio (WOAI)	NEWS ADD political	10/18/1
43.0	Normal Line / News (31-0.0)	10/24/16-10/24/16	3	:3	6:30P- News-News 4 WOAI at 630p		1				*		1	\$750.00	\$750.00	San Antonio (WOAI)	NEWS ADD political	10/18/1
44.0	Normal Line / SPOT (1-2.0)	10/21/16-10/21/16	3	;3	9A- NBC-The Today Show Hour 3						2	The second second	2	\$325.00	\$650.00	San Antonio (WOAI)	TODAY SHOW 2 political	10/18/1
45.0	Normal Line / SPOT (1-2.0)	10/24/16-10/24/16	3	;3	9A- NBC-The Today Show Hour 3		2			8			2	\$325.00	\$650.00	San Antonio (WOAI)	TODAY SHOW 2 political	10/18/1
46.0	Normal Line / SPOT (2-1.5)	10/24/16-10/24/16	3	:3	0 10A- San Antonio Living		1					1 100	1	\$175.00	\$175.00	San Antonio (WOAI)	SAN ANTONIO LIVING O political	10/18/1
47.0	Normal Line / SPOT (3-1.5)	10/24/16-10/24/16	3	:3	0 11A- NBC-The Today Show Hour 4		1			2			1	\$225,00	\$225.00	San Antonio (WOAI)	TODAY SHOW 3 political	10/18/1
48.0	Normal Line / SPOT (4-3.0)	10/24/16-10/24/16	3	:3	0 4P- Judge Judy		1						1	\$400.00	\$400.00	San Antonio (WOAI)	JUDGE JUDY political	10/18/
	Normal Line / News (5-1.5)	10/24/16-10/24/16	3	:3	0 5A- News-News 4 San Antonio Today 5a		1					C.	1	\$175.00	\$175.00	San Antonio (WOAI)	NEWS 4 SAN ANTONIO T political	10/18/1
50.0	Normal Line / News (6-5.0)	10/24/16-10/24/16	1	;3	06A- News-News 4 WOAI at		1						1	\$1,000.00	\$1,000.00	San Antonio (WOAI)	NEWS SAN ANTONIO @ 6	10/18/1
51.0	Normal Line / SPOT (7-3.5)	10/24/16-10/24/16	1	:3	0 7A- NBC-The Today Show Hour 1 & 2		2						2	\$900.00	\$1,800.00	San Antonio (WOAI)	TODAY SHOW non pe	10/18/1
					CON	FIF	RMA	AΤ	101	V (100	VTF	RAC.	T				
cented-	-Agency/Advertiser			Date:	Accepted-Si	tation							,	Date:	Comments:			

The parties intend for the Standard Advertiser Terms and Conditions ("Terms") located at ... http://sbgi.net/?p=1224 ... to be part of their agreement, and the sale of advertising is expressly subject to said Terms.

B/E Bookend P/B Piggy Back

Printed At: 09:38 AM on Wednesday, October 19 2016



Salesperson

Sales Office

Buyer Name

Phone/Fax

Account Types

Billing Type

Comments

CPE

Smart Media Group-Alexandria 1427 Leslie Ave Ste 100 Alexandria, VA 22301 Contract # 2663830 **Date Entered** 10/18/16 Last Modified 10/18/16 **Schedule Dates** 10/19/16-10/24/16 Kelsey Wilson Advertiser Hurd for Congress-TX-23-R (112053) **Entered By** CO-OP No Agency Smart Media Group-Alexandria (6613) Headline # Product POLITICAL CANDIDATE (ns) (1186) A35+R Demo Brand Rep/Tx Congress CD-23/Will Hurd (860885)

Millennium/DC, Washington DC (1108)

National/Political Candidate Agency BRD

SEE LNS 1/13-14/19/25/28 FOR ADDED FREQ

SEE LNS 28-31 FOR ADDS TO SCHED @ RATES TO CLEAR PER TK

Millennium Washington DC

Patricia, Dome,

HURT/ORDR/C18C24

Weekly/Irregular

PREVTT = 38,760 REVTT = 79,170 ADD = 40,410

ORDER

CO-OP NO
Headline # ECR25249484

Demo A35+R
Order Type Normal
Package Deal
Commission % 15.00

Commission \$10,962.00

Net Total \$62,118.00

Sales Tax

\$02,116.00

Comments:

Date:

 San Antonio (WOAI)

 By Broadcast Month
 Spots
 Rate

 Oct. 2016
 90
 \$73,080.00

 Grand Total:
 90
 \$73,080.00

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	Мо	Tu	We	Th	Fr Sa	Su Su	Spots	Rate	Total	Station	Comments	Entered
52.0	Normal Line / News (9-1.0)	10/24/16-10/24/16	3		4:30A- News-News 4 WOAI at 430a		1						1	\$75.00	\$75.00	San Antonio (WOAI)	NEWS 4 @ 430AM political	10/18/10
53.0	Normal Line / SPOT (10-2.0)	10/22/16-10/22/16	9		6A- NBC-Saturday Today Show						1		1	\$90.00	\$90.00	San Antonio (WOAI)	SATURDAY TODAY SHOW	10/18/1
54.0	Normal Line / SPOT (11-2.0)	10/23/16-10/23/16	5	:30	7A- NBC-Sunday Today Show							1	1	\$70.00	\$70.00	San Antonio (WOAI)	SUNDAY TODAY SHOW lur	10/18/10
55.0	Normal Line / SPOT (12-1.5)	10/23/16-10/23/16	1	:30	9A- News-Full Measure with Sharyl Attkisson					A		1	1	\$115.00	\$115.00	San Antonio (WOAI)	FULL MEASUREWITH SHA	10/18/10
56.0	Normal Line / News (13-5.0)	10/24/16-10/24/16	1	·	5P- News-News 4 WOAI at		1	1		-			1	\$345.00	\$345.00	San Antonio (WOAI)	NEWS 4 WOAI AT 5PM lur	10/18/1
57.0	Normal Line / News (14-4.5)	10/24/16-10/24/16	1	:30	6P- News-News 4 WOAI at		1			1			1	\$900.00	\$900.00	San Antonio (WOAI)	NEWS 4 WOAI @ 6PM political	10/18/1
58.0	Normal Line / News (15-4.5)	10/22/16-10/22/16	!	:30	5P- News-News 4 WOAI at 5p Wknd			İ			1		1	\$300.00	\$300.00	San Antonio (WOAI)	NEWS 4 SAN ANTONIO lur	10/18/1
59.0	Normal Line / News (16-3.0)	10/23/16-10/23/16	;	;30	SP- News-News 4 WOAI at Sp Wknd							1	1	\$190.00	\$190.0	San Antonio (WOAI)	NEWS 4WOAI @ 5PM-SUN	10/18/10
60.0	Normal Line / SPOT (17-2.0)	10/21/16-10/21/16		:30	10:35P- NBC-The Tonight Show with Jimmy Fallon						1		1	\$600.00	\$600.0	San Antonio (WOAI)	TONIGHT SHOW - JIMMY political	10/18/1

The parties intend for the Standard Advertiser Terms and Conditions ("Terms") located at... http://sbgi.net/?p=1224 ... to be part of their agreement, and the sale of advertising is expressly subject to said Terms.

Accepted-Station:

Date:

Accepted-Agency/Advertiser:



Smart Media Group-Alexandria 1427 Leslie Ave Ste 100 Alexandria, VA 22301 Contract # 2663830 **Date Entered Schedule Dates** 10/19/16-10/24/16 **Last Modified Advertiser** Hurd for Congress-TX-23-R (112053) Agency Smart Media Group-Alexandria (6613) **Product** POLITICAL CANDIDATE (ns) (1186) Brand Rep/Tx Congress CD-23/Will Hurd (860885) Millennium/DC, Washington DC (1108) Salesperson Millennium Washington DC Sales Office

Patricia, Dome,

HURT/ORDR/C18C24

Weekly/Irregular

PREVTT = 38,760 REVTT = 79,170 ADD = 40,410

ORDER

National/Political Candidate Agency BRD

SEE LNS 1/13-14/19/25/28 FOR ADDED FREQ

SEE LNS 28-31 FOR ADDS TO SCHED @ RATES TO CLEAR PER TK

Buyer Name

Phone/Fax

Account Types

Billing Type

Comments

CPE

Entered By Kelsey Wilson
CO-OP No
Headline # ECR25249484
Demo A35+R
Order Type Normal
Package Deal

10/18/16

10/18/16

Comments:

Date:

 Package Deal

 Commission %
 15.00

 Commission \$10,962.00

 Net Total \$62,118.00

 Sales Tax

| San Antonio (WOAI)
By Broadcast Month	Spots	Rate
Oct. 2016	90	\$73,080.00
Grand Total:	90	\$73,080.00

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	Mo	Tu	We	Th	Fr	Sa Su	Spots	Rate	Total	Station	Comments	Entered
61.0	Normal Line / SPOT (17-2.0)	10/24/16-10/24/16	3		10:35P- NBC-The Tonight Show with Jimmy Fallon		1						1	\$600.00	\$600.00	San Antonio (WOAI)	TONIGHT SHOW - JIMMY political	10/18/16
62.0	Normal Line / SPOT (18-3.5)	10/22/16-10/22/16	3	:30	10:30P- NBC-Saturday Night Live							1	1	\$350.00	\$350.00	San Antonio (WOA1)	SATURDAY NIGHT LIVE political	10/18/16
63.0	Normal Line / News (19-3.2)	10/21/16-10/21/16	3	:30	10P- News-News 4 WOAI at 10p						1		1	\$1,000.00	\$1,000.00	San Antonio (WOAI)	NEWS 4 WOAI @ 10PM political	10/18/16
64.0	Normal Line / News (19-3.2)	10/24/16-10/24/16	3	:30	10P- News-News 4 WOAI at 10p		1						1	\$1,000.00	\$1,000.00	San Antonio (WOAI)	NEWS 4 WOAI @ 10PM political	10/18/16
65.0	Normal Line / News (20-3.0)	10/22/16-10/22/16	5	:30	10P- News-News 4 WOAI at 10p Wknd							1	1	\$400.00	\$400.00	San Antonio (WOAI)	NEWS 4 WOAI @ 10PM-S lur	10/18/16
66.0	Normal Line / News (21-3.9)	10/23/16-10/23/16	5		10:30P- News-News 4 WOAI at 10p Late Run							1	1	\$300.00	\$300.00	San Antonio (WOAI)	NEWS 4 WOAI @ 10PM-S lur	10/18/16
67.0	Normal Line / SPOT (22-2.1)	10/23/16-10/23/16	5		11P- Sports-News 4 WOAI Sports Sunday Late Run							1	1	\$175.00	\$175.00	San Antonio (WOAI)	NEWS 4 WOAI SPORTS S lur	10/18/1
		Action and an artist and a state of the stat																
. 	<u> </u>				CON	FIF	₹M.	AT	10	N	CC	NTI	RAC	T	1			

The parties intend for the Standard Advertiser Terms and Conditions ("Terms") located at... http://sbgi.net/?p=1224 ... to be part of their agreement, and the sale of advertising is expressly subject to said Terms.

Accepted-Station:

Date:

Accepted-Agency/Advertiser:



Contract # 25249484

CPE: HURTX/ORDR/C18C24 Agency: Smart Media Group

1427 LESLIE AVE

SUITE #102 ALEXANDRIA, VA

22301

Changes as of: 10/17/2016 at 1:21 PM Flight: 10/18/16 - 10/24/16

Advertiser: HURD - TX CD-23 Product: ORDER

Agency Order #: 30046672

Salesperson: CHRISTIAN CAMBEIRO 202-955-5342

Buyer: Dome, Patricia

Version: Highlighting Revision 3 Station: WOAI

Market: San Antonio Office: WASHINGTON

Total Spots: 93 Total CPP: \$298.75

Total \$: \$79,170.00

Total GRP: 265.0

Con Type: POLITICAL/VOTE

Primary Demo: Adults 35+

Assistant: CHRISTIAN CAMBEIRO 202-955-5342

Separation:

125 West 55th St New York, NY 10019

Special Instructions

		Order Level Comments
Date/Time	Added by	Comment
44 - A - A - A - A - A - A - A - A - A -	1	SEE LNS 28-31 FOR ADDS TO SCHED @ RATES TO CLEAR PER TK SEE LNS 1/13-14/19/25/28 FOR ADDED FREQ PREVTT = 38,760 REVTT = 79,170 ADD = 40,410
	CHRISTIAN CAMBEIRO	PLS CF - THANKS
10/17/16 12:41 PM	Todd Keel	confirming so you can send add
		ALL NEEDED RATE REVS DONE PER TK GUIDE PREVTT = 18,465 ADD = 20,295 REVTT = 38,760 PLS CF - THANKS
10/14/16 2:47 PM	CHRISTIAN CAMBEIRO	CUT NFL lines/rates
10/12/16 5:44 PM	Todd Keel	1 \$325 2 \$175 3 \$225 4 \$400 5 \$175 6 \$1000 7 \$900 9 \$75 14 \$900 17 \$600 18 \$350 19 \$1000 20 \$400 21 \$300 (airs 1030-11p 22 \$175 (airs 11-1130p) 25 \$2800 26 \$2000 27 \$1600 28 \$10,000
	Todd Keel	sending corrected rates
10/12/16 5:42 PM	CHRISTIAN CAMBEIRO	HURD FOR CONGRESS TX-23 CONFIRM RECEIPT Payment & NAB will be sent prior to start CONFIRM RECEIPT
07/20/16 10:41 AM		HURD FOR CONGRESS TX-23 CONFIRM RECEIPT Payment & NAB will be sent prior to start CONFIRM RECEIPT HURD FOR CONGRESS TX-23 CONFIRM RECEIPT Payment & NAB will be sent prior to start CONFIRM RECEIPT
U7/20/16 10:41 AM	CHRISTIAN CAMBEIRO	HURD FUR CONGRESS 1A-23 CONFIRM RECEIPT Paytheilt & take will be sent prior to start Condition (120cm)





125 West 55th St New York, NY 10019

Contract # 25249484

Changes as of: 10/17/2016 at 1:21 PM

Station: WOAI

Total \$: \$79,170.00

Agency: Smart Media Group

Flight: 10/18/16 - 10/24/16 Advertiser: HURD - TX CD-23

Market: San Antonio

Total Spots: 93

1427 LESLIE AVE

Product: ORDER

Office: WASHINGTON

Version: Highlighting Revision 3

Total CPP: \$298.75

SUITE #102

CPE: HURTX/ORDR/C18C24

Agency Order #: 30046672

Primary Demo: Adults 35+

Total GRP: 265.0

ALEXANDRIA, VA 22301

Buyer: Dome, Patricia

Con Type: POLITICAL/VOTE

Separation:

Salesperson: CHRISTIAN CAMBEIRO 202-955-5342

Assistant: CHRISTIAN CAMBEIRO 202-955-5342

	Competitive Information	1.411149.2
Market Budget:	\$329,875	
WOAI Share:	24%	
Comment:		
KABB:	11%	
KENS:	29%	
KSAT:	36%	

Daypart Summary											
Day/Time	% Distrib	Spots	Dollars	CPP	GRP						
	100%	93	\$79,170.00	\$298.75	265.0						
Total	100%	93	\$79,170.00	\$298.75	265.0						

Monthly Summary									
Month	Spots	Dollars							
2016-Oct	93	\$79,170.00							
Total	93	\$79,170.00							

ales es f					Trans	action History		
Trans	Created/Received	Created by	Status	Spot+	Spot-	\$ Chg	Contract \$	Comment
Revision	10/17/16 1:21 PM	CHRISTIAN CAMBEIRO	Revised	23		\$40,410.00		Changes: Total Spots from 70 to 93, Calculated Dollars from \$38,760.00 to \$79,170.00 Total CPP from \$194.97 to \$298.75, Competitive Market Budget from \$161,500 to \$329,875, Total GRPs from 198.8 to 265.0, User Entered \$ from \$38,760.00 to \$79,170.00, Comments from ALL NEEDED RATE REVS DONE PER TK GUIDE PREVTT = 18,465 ADD = 20,295 REVTT = 38,760 PLS CF - THANKS CUT NFL to SEE LNS 28-31 FOR ADDS TO SCHED @ RATES TO CLEAR PER TK SEE LNS 1/13-14/19/25/28 FOR ADDED FREQ PREVTT = 38,760 REVTT = 79,170 ADD = 40,410 PLS CF - THANKS, Total \$ from \$38,760.00 to \$79,170.00. 9 buylines added or modified.
Makegood 3	10/17/16 12:41 PM	Todd Keel	Confirmed			\$0	\$0	
Queued for Electronic Contracting	10/17/16 9:36 AM					\$0	\$0	
Revision		CHRISTIAN CAMBEIRO	Confirmed		1	\$20,295.00		Changes: Calculated Dollars from \$18,465.00 to \$38,760.00, Total CPP from \$87.59 to \$194.97, Competitive Market Budget from \$76,938 to \$161,500, Total Spots from 71 to 70, Total GRPs from 210.8 to 198.8, Comments from NEW POLITICAL ORDER - PLS CF - THANKS to ALL NEEDED RATE REVS DONE PER TK GUIDE PREVIT = 18,465 ADD = 20,295 REVIT = 38,760 PLS CF - THANKS CUT NFL, User Entered \$ from \$18,465.00 to \$38,760.00, Total \$ from \$18,465.00 to \$38,760.00. 19 buylines added or modified.
Makegood 2	10/12/16 5:44 PM		Confirmed	1		\$0	\$0	Changes: Total GIMPs to 211, Total CPM from \$0.00 to \$87,594.88.
Makegood 1	10/12/16 5:42 PM		Confirmed	1		\$0	\$0	<u> </u>
Queued for Electronic Contracting	7/20/16 11:10 AM					\$0	\$0	



125 West 55th St New York, NY 10019

Contract # 25249484

Changes as of: 10/17/2016 at 1:21 PM

Version: Highlighting Revision 3 Station: WOAI

Total \$: \$79,170.00

CPE: HURTX/ORDR/C18C24

Flight: 10/18/16 - 10/24/16 Advertiser: HURD - TX CD-23

Market: San Antonio

Total Spots: 93

Agency: Smart Media Group 1427 LESLIE AVE

Product: ORDER

Office: WASHINGTON

Total CPP: \$298.75

SUITE #102

Agency Order #: 30046672

Primary Demo: Adults 35+

Total GRP: 265.0

ALEXANDRIA, VA

Buyer: Dome, Patricia

Con Type: POLITICAL/VOTE

22301

Salesperson: CHRISTIAN CAMBEIRO

Assistant: CHRISTIAN CAMBEIRO 202-955-5342

202-955-5342

Separation:

				Trans	action History	
Trans	Created/Received Created by	Status	Spot+	Spot-	\$ Chg	Contract \$ Comment
Revision	7/20/16 10:41 AM CHRISTIAN CAMBEIRO	Confirmed			\$0	Changes: Total GRPs from 207.8 to 210.8, Total CPP from \$90.21 to \$87.59, Competitive Market Budget from \$78,104 to \$76,938, Comments from HURD FOR CONGRESS TX-23 CONFIRM RECEIPT Payment & NAB will be sent prior to start CONFIRM RECEIPT to NEW POLITICAL ORDER - PLS CF - THANKS, User Entere \$18,465.00 \$ from \$0.00 to \$18,465.00, 3 buylines added or modified.
New	7/20/16 10:21 AM CHRISTIAN CAMBEIRO	New	71		\$18,465.00	\$18,465.00

Non-Discrimination Policy

PARAGRAPHS 49 AND 50 OF THE UNITED STATES FEDERAL COMMUNICATIONS COMMISSION'S REPORT AND ORDER NO. 07-217 PROVIDES THAT BROADCAST STATIONS'
ADVERTISING CONTRACTS WILL NOT DISCRIMINATE ON THE BASIS OF RACE OR ETHNICITY, AND MUST CONTAIN NONDISCRIMINATION CLAUSES. CONSISTENT WITH THIS ORDER,
KATZ MEDIA GROUP (INCLUDING ANY SUBSIDIARY OR DIVISION OF KATZ) DOES NOT DISCRIMINATE IN ANY BROADCAST ADVERTISING CONTRACT ON THE BASIS OF RACE OR
ETHNICITY AND EVALUATES, NEGOTIATES AND COMPLETES ITS BROADCAST ADVERTISING CONTRACTS WITHOUT REGARD TO RACE OR ETHNICITY.